

Statistics & Future Prospect of Middle East Fastener Trade with the World

Introduction

The Middle East with 17 countries has a population of more than 410 million. Following years of turmoil, some economies in the Middle East and North Africa appear to be stabilizing, although growth remains fragile and uneven. Growth in oil-importing countries was broadly flat in 2014, while activities in oil-exporting countries recovered slightly after contracting in 2013. Fiscal and external imbalances remain significant. Growth is expected to pick up gradually to 3.5 percent in 2017. Risks from regional turmoil and the volatile price of oil are considerable; political transitions and security challenges persist. Measures to address long-standing structural challenges have been repeatedly delayed and the high unemployment rate remains a key challenge. Lower oil prices offer an opportunity to remove the region's heavy energy subsidies both in oil-importing and oil-exporting countries alike.

Non-oil industries are highly recommended for this region; therefore, this region's government should find industries to replace oil if they are looking for stability. One of these industries can be the fastener industry.

ASEAN Imported Fasteners (HS Code 7318)

ASEAN has exported USD 3.0 billion worth of fasteners through the whole world, so it is a hot market for any fastener producer.

Association of Southeast Asian Nations (ASEAN)'s Imports from the World 东盟自世界进口

Thousands USD 千美元	Value in 2011 2011进口值	Value in 2012 2012进口值	Value in 2013 2013进口值
HS Code 海关编码 7318	2,742,785	2,978,172	2,831,807

But the Middle East share of this market is less than 0.01 %!!! (See the following table).

Middle East's Exports to Association of Southeast Asian Nations (ASEAN) 中东出口到东盟

Thousands USD	Value in 2011	Value in 2012	Value in 2013
HS Code 7318	911	1,005	2,440

Middle East's Exports to the World 中东出口到全球

Thousands USD	Value in 2011	Value in 2012	Value in 2013
HS Code 7318	397,249	357,823	382,715

USD 400 million is the value of exported fasteners to the world through the Middle East, it is not a huge amount; on the other hand, ASEAN has imported just USD 2 million from Middle East. Although exported fastener trend from Middle East to ASEAN region shows growth during 2011 to 2013 but 0.01% is almost nothing. The analysis of the statistics shows that:

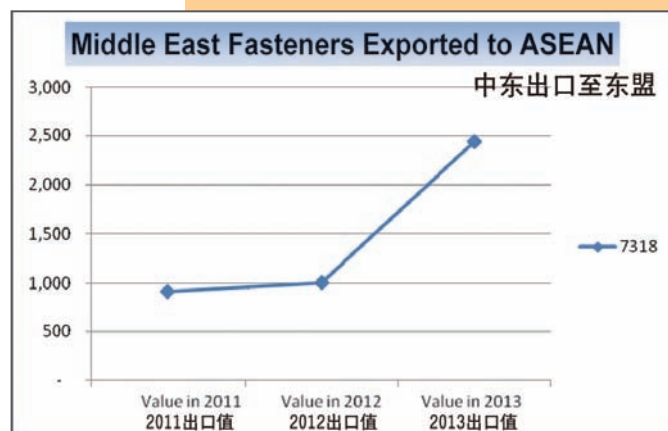
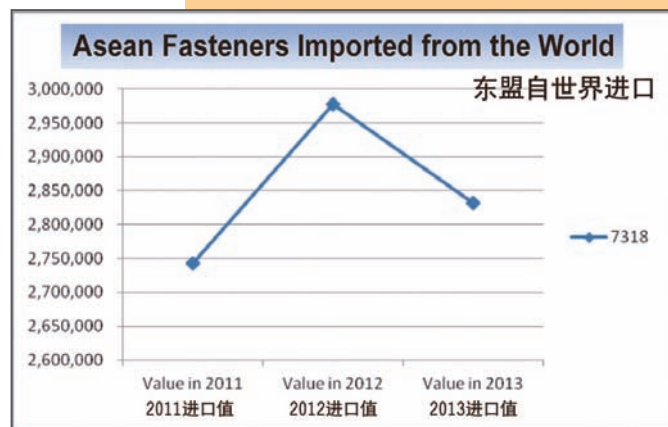
1. Middle East fastener producers do not have experience to export their products.
2. Their production value is not notable for export.

by Sharareh Shahidi Hamedani

前言

拥有17国的中东区域人口超过4.1亿人。历经多年的骚乱，中东和北非的某些经济体似乎逐渐稳定，纵使成长仍旧是脆弱而不平衡的。石油进口国2014年的成长大多持平，而石油出口国在2013年的紧缩后稍稍回稳。财务和外部不平衡仍然明显。成长预期在2017年前会慢慢提升至3.5%。来自区域动乱和石油价格波动的危机相当可观；政治过渡期和安全挑战仍旧。对付长时间结构性挑战的措施一再被延宕且高失业率也是关键挑战。较低的石油价格让区域内石油进出口国有机会免除对重能源的补助。

在该区强力建议发展非石油产业，因此该区的政府如果想要稳定就应该寻找可替代石油业的产业。这些产业之一可以是扣件业。



东盟进口扣件 (海关编码7318)

东盟在全球扣件出口规模达30亿美元，因此对任何扣件制造商来说都是重心市场。

Middle East Imported Fasteners (HS Code 7318)

The following statistics show that the Middle East region industries need more than USD 2 billion worth of fasteners. This statistics show about 25% growth of fastener usage in the Middle East region. This statistics also explain the reason for increasing Middle East fasteners exported to ASEAN as mentioned above.

Middle East's Imports from the World 中东自全球进口

Thousands USD 千美元	Value in 2011 2011进口值	Value in 2012 2012进口值	Value in 2013 2013进口值
HS Code 7318 海关编码	1,780,168	1,820,638	2,213,115

The share of ASEAN is 2-3% of the Middle East's needs; however, the trend of the Middle East's imported fasteners is positive.

The Middle East's Imports from Association of Southeast Asian Nations (ASEAN) 中东自东盟进口

Thousands USD	Value in 2011	Value in 2012	Value in 2013
HS Code 7318	36,379	38,935	69,789

Association of Southeast Asian Nations (ASEAN)'s Exports to the World 东盟出口至全球

Thousands USD	Value in 2011	Value in 2012	Value in 2013
HS Code 7318	1,651,665	1,417,278	1,483,635

The above statistics show that ASEAN and the Middle East relationship in this sector is not very serious; however, it has a positive trend.

ASEAN and the Middle East in Term of Countries

Saudi Arabia has bought less than USD 10 million worth of fasteners from the ASEAN region and it is the main partner of ASEAN. The 2nd ranked country is UAE, as its fasteners imported through ASEAN cost less than USD 5 million. The main exporter to the Middle East is Malaysia with more than USD 37 million and the second country is Vietnam with USD 11 million.

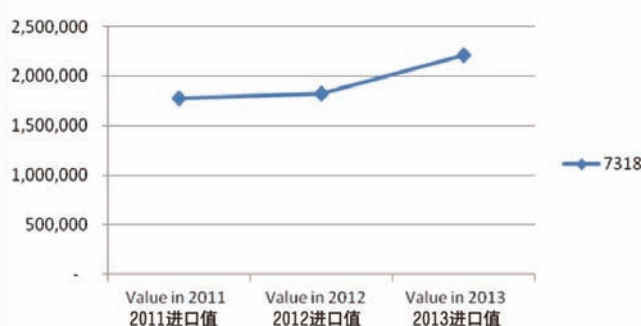
The main importer from the Middle East is Vietnam and the 2nd ranked country is Malaysia; on the other hand, the main exporter to ASEAN is UAE with 1 million USD exported fasteners.

Last Comment

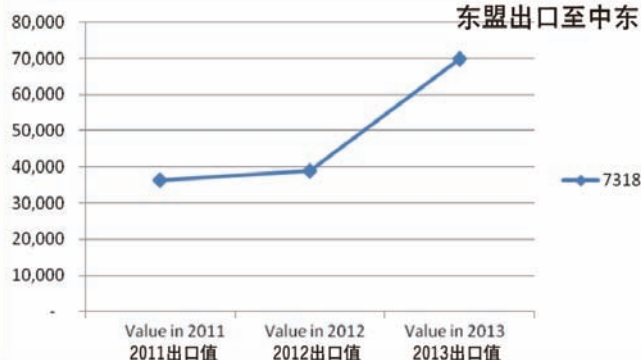
When the price of oil in this region continues to decrease, the governments of this region should think to make their economies independent from oil and Iran and UAE are two good samples. Iran has started to develop its non-oil industries and at this time its USD 120 billion GDP per year include 65% dependent on the oil industry and 35% comes through the non-oil industry. This ratio was 90% to 10% before 2008. UAE is also a good sample because it does not have oil in its country and it is the 2nd biggest economy in the Middle East after Qatar.

So based on the above policy and the statistics of imported and exported fasteners to the Middle East, it is a very good opportunity for countries like Taiwan to establish their factories in this region. □

Middle East Fasteners Imported from the World
中东自全球进口



Asean Fasteners Exported to Middle East
东盟出口至中东



但这个市场来自中东地区的占比小于0.01%(见上表)。

中东出口到全球扣件值约4亿美元,并不算多,另一方面,东盟则从中东进口约200万美元扣件。虽然在2011至2013年间中东出口至东盟的扣件趋势显示为成长中,但0.01%的成长根本是九牛一毛。统计分析显示:

1. 中东扣件制造商没有出口产品经验。
2. 他们的产值从出口来看并不显著。

中东进口扣件 (海关编码7318)

下列统计显示中东地区产业扣件需求超过20亿美元。此项统计显示中东地区扣件的使用约有25%成长。该项统计也解释上述中东出口至东盟扣件日益增加的原因。

东盟约占中东扣件进口2~3%,不过,中东扣件进口趋势是正向的。

上列统计显示东盟和中东在该项的关系互动上并不热衷,不过趋势是正面的。

东盟与中东(以国与国观点)

沙乌地阿拉伯从东盟进口扣件不到1,000万美元,却是东盟主要贸易伙伴。排名第二的国家是阿拉伯联合大王国,他们自东盟进口不到500万美元扣件。主要出口至中东的国家是马来西亚,超过3,700万美元,第二个是越南的1,100万美元。

自中东进口的主要国家是越南,排名第二的是马来西亚。另一方面,主要出口至东盟的是阿拉伯联合大王国,约有100万美元扣件。

结语

自从该区油价持续下滑后,该区政府应该考虑不要过度依赖石油且伊朗和阿拉伯联合大王国是两个绝佳例子。伊朗已经开始开发非石油产业且直至目前该国每年1,200亿美元的国民生产毛额有65%依赖石油产业,另外35%来自非石油产业。在2008年的时候,该比例是90%对10%。阿拉伯联合大王国也是一个好例子,因为该国没有石油,但却是中东地区仅次于卡达的第二大经济体。因此,基于上述政策和中东扣件进出口的统计,台湾等国拥有绝佳良机在该区设立工厂。 □